



Thomas P. Mullin

**TMDE LCS CONFERENCE**

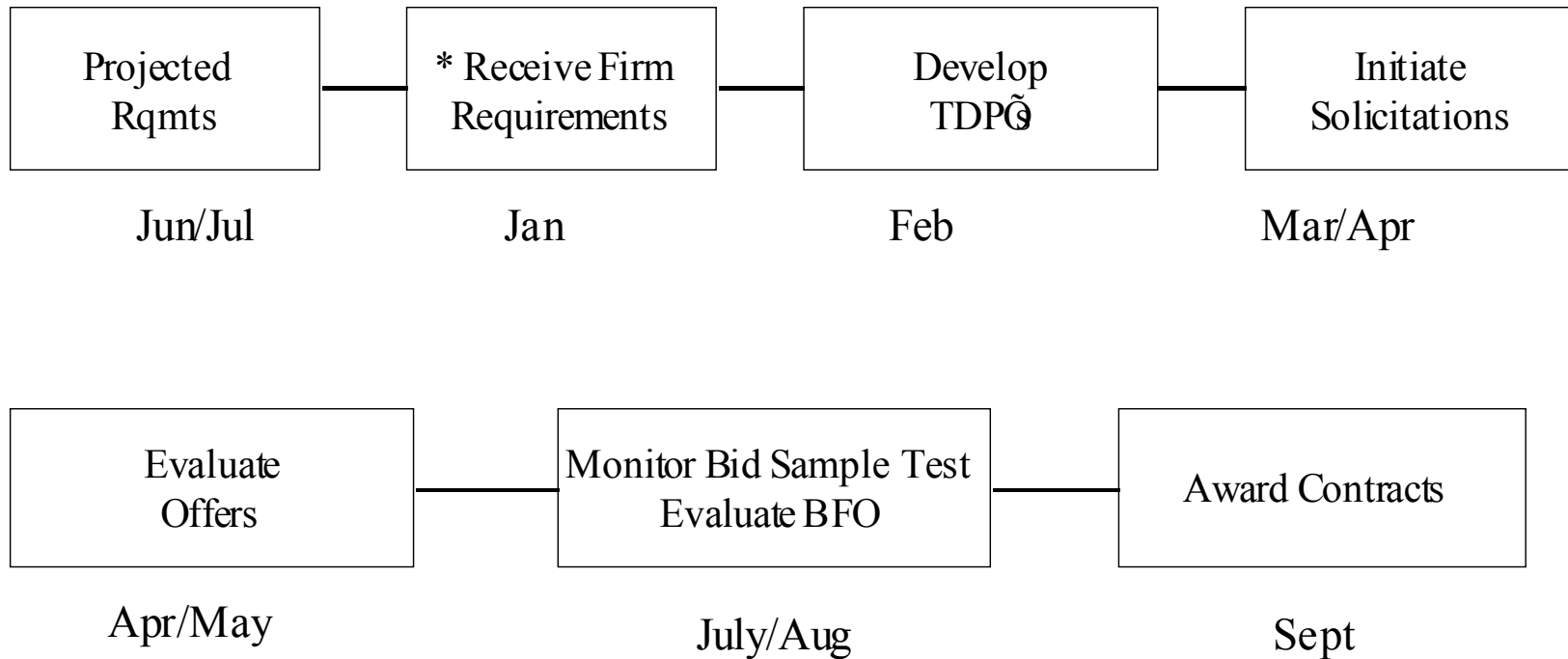
**Aug. 2001**

# ***GPETE FY-01 SALES YTD & COST SAVINGS***

	MANUFACTURER LIST PRICE TOTAL COST	BUY-OUT PRICE TOTAL COST	TOTAL OVERALL DOLLAR SAVINGS	PERCENT OFF LIST PRICE
ALL CUSTOMERS	<b>\$51,550</b>	<b>\$23,485</b>	<b>\$28,065</b>	<b>54.4%</b>
NAVY CUSTOMERS	<b>\$31,370</b>	<b>\$13,360</b>	<b>\$18,010</b>	<b>57.4%</b>



# NAVICPM PROCUREMENT PROCESS



\*Constantly received new requirements form all customers through out the year



## NAVSUP 485 GPETE CREDIT POLICY

“NAVSEA and NAVAIR will “**PUSH**” replacements for limited standard, obsolescent, and obsolete GPETE as funds become available. End users desiring to requisition replacements for limited standard, obsolescent, or obsolete GPETE is charged the standard price, even if the carcass is turned in. The net price is charged only if the carcass is classified as standard (06-21) or substitute standard (22-37).”

## Advantages of Using NAVICP-M

- Operates as a Weapon System Team
  - Actively solicits lowest prices for the highest quality Test Equipment
  - Five year Requirements contracts
  - Save on average 40-70% off MFG list price
  - GPETE Test Equipment Catalog
  - Test Equipment Web Site (GPETE-[WWW.itd.nrl.navy.mil](http://WWW.itd.nrl.navy.mil))
  - E-Portal DON E-Business Center
  - Trade-In of old test equipment to reduce unit cost
  - Provides the following support
    - Piece part support
    - Tech Manuals on CD
    - Technology Improvement Clause
    - Training Videos
    - Commercial Packaging
- Establish AEL's & APL's  
Bid Simple Testing  
Standardization  
Start up Videos  
Eliminated GBL's

# GPETE ... *What we do*

---

## Contracting

- 5 Year Requirements Contracts
- Direct Vendor Delivery
- Includes Technology Improvement Clause
- 40% - 70% Discounts from List Price
- Software/Firmware Updates over the life of the contract

# eBusiness

Transforming the current NAVICP  
business processes and services into  
the eBusiness environment in order to  
position ourselves for the future

# What Is eBusiness?

- ***Customer-driven, Internet-based Business Environment***

- ***Links Customers, Employees, Vendors, and Business Partners***

- ***Integrates Ordering, Production, Delivery, and Service***

***Capabilities of Multiple Supply Chain Partners***

- ***Operates As One Seamless Supply Chain...provides***



# Vision

"A single action by the customer activates a  
Global network of sources that delivers  
best value products and services."

**Internet-  
based Navy  
supply chain  
platform**

**Customer  
driven**

**Continuously  
tailored to  
meet changing  
Customer needs**

# **“GPETE” E-PORTAL**

**Where the Rubber Meets the Road**

System Available 24/7

On line Technical Support

Search by Model, Manufacturer, Scat Code, NSN

Order on line, Use Purchase order or Requisition

Pay by Credit Card, or Check

# **“GPETE” E-PORTAL**

## **Where the Rubber Meets the Road**

Personalized Customer ID number will let you  
Track open or closed orders  
Track Shipping Information  
Track Order Data Models, Quantity,  
& Total Cost

Links to the GPETE & other Pertinent Test Equip.  
Web Sites